



Name of position: Sales Representative: Computer Accessories

Reports to: Marketing Manager

Purpose of the position: The purpose of the position is to sell Computers and Accessories and represent the Dynamic Consult Ltd brand. It will involve managing relationships with customers, serving as the key point of contact, from initial lead outreach to when a purchase is ultimately made, and maintaining the client.

Duty Station: Juba (with travels to the field where the customer is)

Duties and Responsibilities.

- Convincing clients to purchase computers and accessories from Dynamic Consult Ltd
- Making sure that clients are getting the quality of supplies they have requested for.
- Upselling other software and solutions that Dynamic Consult Ltd is already providing.
- Responding to requests for quotations from clients.
- Preparing cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.
- Identifying potential customers who would be interested in purchasing computers and accessories for their organizations and reaching out to them and making sure they get it.
- Answering customers' questions and escalating complex issues to the relevant departments as needed.
- Developing in-depth knowledge of company products.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Collaborating with the marketing department to ensure that the company is reaching its target audience.
- Informing product developers of possible product improvements and changes to ensure that company products meet current market needs.
- Making sure that the support team is available to provide support and after-sales services to existing clients.

Qualifications.

- Minimum qualification of a degree in computer science, sales, marketing, or business administration.
- Minimum of 3 years in sales experience.
- Have a strong understanding of cloud, domains, and web solutions
- The person should have good communications skills.
- Should be able to speak English and Arabic.



- Should have a good command of written and spoken English.
- The person should be able to work under minimal supervision.

How to apply

Send your application to the following email address, only shortlisted applicants will be contacted. This position is for South Sudanese, Female candidates are highly encouraged to apply.

hr@dynamicconsult.com.ss

Closing date for application is 12th January 2024

